

10/30

cc: Lemmy

BS

LM

WV

cc:

E. Venooker..... 1122

L. Wolfe..... 1240

R. Tanchyk..... 1642

T. Varde..... 1740

C. Moser 1742

D. Murley..... 1842

N. McCleary 1844

J. Wass 2243

J. Sanders..... 2934

D. Stewart..... 5641

S. Pagane 6200

P. Stromgren.... 6241

K. Claxton 6241

G. Palmer..... 6344

S. Meyers..... 6641

M. Moore..... 6644

S. Bremer..... 6645

S. Uribe..... 6645

D. Brendel..... 6647

L. Powell 6647

N. Peterson..... 6940

B. K. Stockdale

B. D. Hatter

RJR Region Managers

G. L. Scott

J. S. Farmer, III

51850 6825

R J Reynolds

Tobacco Company

LARRY S. SCHREIBER
Vice President - National Accounts

Winston-Salem, NC 27102
910-741-1621
Fax 910-741-4684

October 12, 1995

Mr. Win Schiller
WAM Enterprises
Post Office Box 853
Bay City, MI 48707

Dear Win:

Subject: Distributor Accrual Funds

Please send to each WAM Distributor this memorandum which provides them with the procedures to be reimbursed for "promotional costs" they incur associated with building sales for "Signature."

If a distributor uses any portion of his alliance accrual fund (cents/carton .60¢) to reduce the cost of goods and subsequently wants to be reimbursed, each member should:

- 1) Contact their local RJR Account Manager
- 2) Fill out with the RJR Account Manager the Form... "Forsyth Tobacco Products Alliance Program Special Request for Accrual Moneys" (copy attached)
- 3) RJR Account Manager approves the request (by signing the Form) and send completed Form to:

Forsyth Tobacco Customer Services
Post Office Box 2959
Winston-Salem, NC 27102
FAX: (910) 741-2156

- 4) R. J. Reynolds will reimburse the Distributor via check, drawing the funds from the Distributor's Accrual Fund

51850 6826

October 12, 1995
Mr. Win Schiller
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Please do not mail such requests to me; you should use the above procedures, working with the RJR Account Managers (list of RJR Managers attached).

Very truly yours,

Larry

Larry S. Schreiber
Vice President - National Accounts

LSS/kp

Attachments

cc/attachments: B. K. Stockdale
B. D. Hatter
RJR Region Managers
RJR Account Managers Assigned to WAM Members
G. L. Scott
J. S. Farmer, III

51850 6827

FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM

SPECIAL REQUEST FOR ACCRUAL MONEYS

CONTRACTED CUSTOMER: _____

CONTACT (Customer): _____

CUSTOMER PHONE NUMBER: _____

BRAND: _____ \$ AMOUNT REQUESTED: _____

DESCRIPTION OF SPECIAL PROGRAM:

(Include program begin & end dates and cases promoted, as applicable)

ADDITIONAL PRODUCT NEEDED : NO YES (If YES, attach product order)

SPECIAL MAILING INSTRUCTIONS: _____

APPROVAL: _____ DATE: _____

RJR MANAGER

SEND COMPLETED FORM TO: Forsyth Tobacco Customer Services
P.O. Box 2959
Winston-Salem, NC 27102
Fax: 910-741-2156

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WAM DISTRIBUTORS / RJR ACCOUNT MANAGERS

Distributor	SIS No.	Sales Area	Region Manager	Account Manager	
Minter Weisman - Minneapolis, MN	428880	6000	T. Renehan	G. Palmer	
MarMax - Rockland, IL	632644	6000	S. Karambelas	P. Stromgren	
MarMax (Gordons) Des Moines	632646	6000	S. Karambelas	K. Claxton	
SouthCo Dist. - Goldsboro, NC	605460	2000	G. Young	J. Sanders	
City Wholesale - Birmingham, AL	112440	2000	B. Rissler	J. Wass	
Charles M. Siedd - Wheeling, WV	594120	1000	P. Schmidt	T. Varde	
Pine State Tobacco - Augusta, ME	503160	1000	R. Kane	E. Venooker	
Hagmans Corp. - Topeka, KS	256820	6000	D. Garrison	D. Brendel	
Hagmans - Lenexa, KS (F. S. Edwards)	257160	6000	D. Garrison	D. Brendel	
Hagmans - Wichita, KS	259335	6000	D. Garrison	S. Bremer	
Hagmans - Hays, KS	366586	6000	D. Garrison	S. Bremer	
Hagmans Corp. - Pittsburgh, KS	256920	6000	D. Garrison	D. Brendel	
Hagmans, Inc. - Springfield, MO	257100	6000	D. Garrison	L. Powell	
Hagmans, Inc. - Stillwater, OK	659795	6000	D. Garrison	S. Uribe	
City Sales, Inc. - Highland, IN	958358	6000	S. Karambelas	S. Pagane	
Cooper-Booth - Lancaster, PA	130560	1000	P. Schmidt	C. Moser	
Axton Candy & Tob. - Louisville, KY	029160	1000	L. Poole	D. Murley	
A. E. Wease Dist. - De Soto, MO	680400	6000	C. Van H. Dem	N. Peterson	
Gem State - Pocatello, ID	762670	5000	G. Halsch	D. Stewart	
Gem State - Albuquerque, NM	477320	6000	D. Garrison	M. Moore	
Cash WA Dist. - Kearney, NE	034222	6000	D. Garrison	S. Meyers	
Mountain Service - S. Fallsburg, NY	442680	1000	R. Farmer	R. Tanchyk	
Peter Dennis - Phillipsberg, NJ	153480	1000	M. Young	L. Wolfe	
Gummer Wholesale - Heath, OH	251350	1000	L. Poole	N. McCleary	

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